

## Message Text

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ORIGIN OPIC-06

INFO OCT-01 AF-10 ISO-00 AID-05 CIAE-00 COME-00 EB-08  
FRB-03 INR-10 NSAE-00 ICA-11 TRSE-00 XMB-02 SP-02  
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-----004162 140400Z /61  
P 132359Z APR 78  
FM SECSTATE WASHDC  
TO AMEMBASSY YAOUNDE PRIORITY

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FROM OPIC

E.O. 11652: N/A

TAGS: EFIN

SUBJECT: CAMEROONIAN INVESTMENT MISSION TO THE U.S.

REF: YAOUNDE 2359

1. OPIC IS STRONGLY IN FAVOR OF PROPOSED CAMEROONIAN INVESTMENT MISSION TO U.S. AND WILL SUPPORT PLANNING AND IMPLEMENTATION. BECAUSE OF NEED FOR ADVANCE SCHEDULING AND PROBABLY ONE ADVANCE TRIP TO SELECTED CITIES, EARLY JUNE WOULD BE EARLIEST MOST FEASIBLE TIME FOR MISSION. A COMBINATION OF SPONSORSHIP OF EVENTS WOULD BE DESIRABLE. IN ONE CITY A WORLD TRADE GROUP MIGHT BE APPROPRIATE SPONSOR FOR SEMINAR, IN ANOTHER A COMMERCIAL BANK, IN ANOTHER CHAMBER OF COMMERCE. OPIC WOULD WORK WITH EMB YAOUNDE AND  
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CAMEMBASSY WASHINGTON TO SELECT CITIES AND APPROPRIATE SPONSORS AND TO PROVIDE MAILING LIST FOR INVITATIONS.

2. BASED ON LOCATION OF COMPANIES WHICH HAVE SHOWN INTEREST IN CAMEROON, CITIES MIGHT INCLUDE NEW YORK, SAN FRANCISCO AND LOS ANGELES. APPROPRIATENESS OF OTHER SMALLER CITIES MORE DIFFICULT TO DETERMINE. IN NEW YORK GROUP WOULD PRO-

BABLY GET WIDEST EXPOSURE IF A NON-BANK GROUP SUCH AS AFR  
AMERICAN CHAMBER OF COMMERCE SPONSORED SEMINAR. BANKS WILL  
NO DOUBT BE INTERESTED IN HOSTING SMALL LUNCHEON WITH  
A FEW CUSTOMERS. OPIC WILL  
EXPLORE ON A PRELIMINARY BASIS POSSIBLE HOSTS IN EACH OF  
THREE CITIES.

3. IT IS VERY IMPORTANT FOR SUCCESS OF SEMINARS THAT

LEADER AND KEY MEMBERS OF MISSION SPEAK ENGLISH. NOMO  
WOULD BE EXCELLENT LEADER OR CO-LEADER. HE DID AN EFFEC-  
TIVE JOB OF INTERPRETING MINISTER ECON PLANS SPEECH INTO  
ENGLISH FOR U.S. INVESTMENT MISSION IN 1976. HE UNDERSTOOD  
WHAT U.S. BUSINESS QUESTIONS WERE AND HOW TO ANSWER THEM.

4. AGENDA OF SEMINAR MIGHT BE AS FOLLOWS: OPENING  
REMARKS AND INTRODUCTIONS BY HOST; SENIOR MISSION MEMBERS  
SPEECH (DEPENDING ON THE PERSON, IT CAN BE GENERAL WELCOME  
TO CAMEROON FOLLOWED BY MORE SPECIFIC ITEMIZATION OF  
PRIORITIES OF THE COUNTRY AND EXISTING INDUSTRIAL AND  
AGRICULTURAL PROJECTS), A DISCUSSION OF INVESTMENT INCEN-  
TIVES AND "HOW-TO" OF INVESTMENT, A DISCUSSION OF SPECIFIC  
SECTORS (NOT TOO LENGTHY), A SPEECH BY AN OPIC OFFICIAL  
ABOUT U.S. GOVERNMENT INCENTIVES. THERE SHOULD BE PLENTY  
OF TIME FOR QUESTIONS. THE SEMINARS SHOULD BE NO MORE  
THAN HALF A DAY, LEAVING TIME FOR MEETINGS WITH SPECIFIC  
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COMPANIES.

5. HOW LONG WOULD GROUP BE IN U.S. (ONE WORK WEEK?).

OPIC WOULD FAVOR SMALLER GROUP BECAUSE OF EASE OF ARRANGE-  
MENTS AND LESS LIKELIHOOD THAT SOME MEMBERS, PARTICULARLY  
THE MORE TECHNICAL ONES, WOULD FEEL THEIR PARTICIPATION WAS  
NOT USEFUL. COMPANIES WILL BE MORE INTERESTED IN HEARING  
HIGHER LEVEL PEOPLE SUCH AS NOMO THAN TECHNICAL PEOPLE.  
THE OBJECTIVE IS TO GET COMPANIES INTERESTED IN CAMEROON  
AND ITS POSSIBILITIES; UNLIKELY SPECIFIC PROJECTS (EXCEPT  
THOSE ALREADY UNDERWAY) WILL BE DISCUSSED IN DETAIL. THESE  
ARE OPIC'S PRELIMINARY THOUGHTS; WOULD APPRECIATE EMBASSY  
FEEDBACK. DECONTROL FOLLOWING APRIL 13, 1978. CHRISTOPHER

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## Message Attributes

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